



WJLA-TV WASHINGTON, DC

WJLA
1100 Wilson Blvd, 6th Floor
Arlington, VA 22209

Waterfront Strategies
3050 K St NW
#100
Washington, DC 20007

Contract

3252204

Schedule Dates

10/23/18-10/29/18

Advertiser

House Majority Political Action Committee (57001)

Agency

Waterfront Strategies (7591)

Product

POLITICAL ISSUE (ns) (1187)

Brand

HMP SKED A 10/23-10/29 (1013343)

Salesperson

Monares, Barbara (3870)

Sales Office

WJLA/GJLA/EJLA

Buyer Name

BASSETT, LAURA

Phone/Fax

/

CPE

6203

Account Types

Local/Political Issue Agency BRD

Billing Type

Weekly/Irregular

Comments

Est 6203 HMP 10/23-10/29
WJLA-TV

Date Entered

03/16/18

Last Modified

03/16/18

Entered By

Tiffany Lewis

CO-OP

No

Headline

Demo

Order Type

Normal

Package Deal

Commission %

15.00

Commission

\$29,055.00

Net Total

\$164,645.00

Sales Tax

Washington (WJLA)

By Broadcast Month

Spots

Rate

| | | |
|---------------------|------------|---------------------|
| Oct. 2018 | 107 | \$147,500.00 |
| Nov. 2018 | 27 | \$46,200.00 |
| Grand Total: | 134 | \$193,700.00 |

| Line | Line Type / Break Type (Ref #) | Dates | Sec | Length | Run Times | SPW | Mo | Tu | We | Th | Fr | Sa | Su | Spots | Rate | Total | Station | Comments | Entered |
|------|--------------------------------|-------------------|-----|--------|--|-----|----|----|----|----|----|----|----|-------|------------|-------------|-------------------|----------|---------|
| 1.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 5A- News-Good Morning Washington at 5a | 4 | | X | X | X | X | | | 4 | \$400.00 | \$1,600.00 | Washington (WJLA) | | 3/16/18 |
| 2.0 | Normal Line / SPOT | 10/29/18-10/29/18 | 4 | :30 | 5A- News-Good Morning Washington at 5a | | 1 | | | | | | | 1 | \$400.00 | \$400.00 | Washington (WJLA) | | 3/16/18 |
| 3.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 6A- News-Good Morning Washington at 6a | | | 2 | 2 | 2 | 2 | | | 8 | \$800.00 | \$6,400.00 | Washington (WJLA) | | 3/16/18 |
| 4.0 | Normal Line / SPOT | 10/29/18-10/29/18 | 4 | :30 | 6A- News-Good Morning Washington at 6a | | 2 | | | | | | | 2 | \$800.00 | \$1,600.00 | Washington (WJLA) | | 3/16/18 |
| 5.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 7A- ABC-Good Morning America | | | 4 | 4 | 4 | 4 | | | 16 | \$1,000.00 | \$16,000.00 | Washington (WJLA) | | 3/16/18 |
| 6.0 | Normal Line / SPOT | 10/29/18-10/29/18 | 4 | :30 | 7A- ABC-Good Morning America | | 4 | | | | | | | 4 | \$1,000.00 | \$4,000.00 | Washington (WJLA) | | 3/16/18 |
| 7.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 9A- Live with Kelly | | | 1 | 1 | 1 | 1 | | | 4 | \$450.00 | \$1,800.00 | Washington (WJLA) | | 3/16/18 |
| 8.0 | Normal Line / SPOT | 10/29/18-10/29/18 | 4 | :30 | 9A- Live with Kelly | | 1 | | | | | | | 1 | \$450.00 | \$450.00 | Washington (WJLA) | | 3/16/18 |
| 9.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 10A- Rachael Ray | 2 | | X | X | X | X | | | 2 | \$350.00 | \$700.00 | Washington (WJLA) | | 3/16/18 |
| 10.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 11A- ABC-The View | | | 1 | 1 | 1 | 1 | | | 4 | \$450.00 | \$1,800.00 | Washington (WJLA) | | 3/16/18 |
| 11.0 | Normal Line / SPOT | 10/29/18-10/29/18 | 4 | :30 | 11A- ABC-The View | | 1 | | | | | | | 1 | \$450.00 | \$450.00 | Washington (WJLA) | | 3/16/18 |

CONFIRMATION CONTRACT

| | | | | |
|-----------------------------|-------|-------------------|-------|-----------|
| Accepted-Agency/Advertiser: | Date: | Accepted-Station: | Date: | Comments: |
|-----------------------------|-------|-------------------|-------|-----------|

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



WJLA-TV WASHINGTON, DC

WJLA
1100 Wilson Blvd, 6th Floor
Arlington, VA 22209

Waterfront Strategies
3050 K St NW
#100
Washington, DC 20007

Contract

3252204

Schedule Dates

10/23/18-10/29/18

Advertiser

House Majority Political Action Committee (57001)

Agency

Waterfront Strategies (7591)

Product

POLITICAL ISSUE (ns) (1187)

Brand

HMP SKED A 10/23-10/29 (1013343)

Salesperson

Monares, Barbara (3870)

Sales Office

WJLA/GJLA/EJLA

Buyer Name

BASSETT, LAURA

Phone/Fax

/

CPE

6203

Account Types

Local/Political Issue Agency BRD

Billing Type

Weekly/Irregular

Comments

Est 6203 HMP 10/23-10/29
WJLA-TV

Date Entered

03/16/18

Last Modified

03/16/18

Entered By

Tiffany Lewis

CO-OP

No

Headline

Demo

Order Type

Normal

Package Deal

Commission %

15.00

Commission

\$29,055.00

Net Total

\$164,645.00

Sales Tax

Washington (WJLA)

By Broadcast Month

Spots

Rate

| | | |
|---------------------|------------|---------------------|
| Oct. 2018 | 107 | \$147,500.00 |
| Nov. 2018 | 27 | \$46,200.00 |
| Grand Total: | 134 | \$193,700.00 |

| Line | Line Type / Break Type (Ref #) | Dates | Sec | Length | Run Times | SPW | Mo | Tu | We | Th | Fr | Sa | Su | Spots | Rate | Total | Station | Comments | Entered |
|------|--------------------------------|-------------------|-----|--------|------------------------------|-----|----|----|----|----|----|----|----|-------|------------|------------|-------------------|----------|---------|
| 12.0 | Normal Line / SPOT | 10/29/18-10/29/18 | 4 | :30 | 12P- News-ABC 7 News at Noon | | 1 | | | | | | | 1 | \$500.00 | \$500.00 | Washington (WJLA) | | 3/16/18 |
| 13.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 12P- News-ABC 7 News at Noon | | | 1 | 1 | 1 | 1 | | | 4 | \$500.00 | \$2,000.00 | Washington (WJLA) | | 3/16/18 |
| 14.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 1P- ABC-The Chew | | | 1 | 1 | 1 | 1 | | | 4 | \$350.00 | \$1,400.00 | Washington (WJLA) | | 3/16/18 |
| 15.0 | Normal Line / SPOT | 10/29/18-10/29/18 | 4 | :30 | 1P- ABC-The Chew | | 1 | | | | | | | 1 | \$350.00 | \$350.00 | Washington (WJLA) | | 3/16/18 |
| 16.0 | Normal Line / SPOT | 10/29/18-10/29/18 | 4 | :30 | 2P- ABC-General Hospital | | 1 | | | | | | | 1 | \$800.00 | \$800.00 | Washington (WJLA) | | 3/16/18 |
| 17.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 2P- ABC-General Hospital | | | 1 | 1 | 1 | 1 | | | 4 | \$800.00 | \$3,200.00 | Washington (WJLA) | | 3/16/18 |
| 18.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 3P- 4P (EST) | 3 | | X | X | X | X | | | 3 | \$350.00 | \$1,050.00 | Washington (WJLA) | | 3/16/18 |
| 19.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 4P- News-ABC 7 News at 4p | | | 2 | 1 | 1 | 1 | | | 5 | \$500.00 | \$2,500.00 | Washington (WJLA) | | 3/16/18 |
| 20.0 | Normal Line / SPOT | 10/29/18-10/29/18 | 4 | :30 | 4P- News-ABC 7 News at 4p | | 2 | | | | | | | 2 | \$500.00 | \$1,000.00 | Washington (WJLA) | | 3/16/18 |
| 21.0 | Normal Line / SPOT | 10/29/18-10/29/18 | 4 | :30 | 5P- News-ABC 7 News at 5p | | 2 | | | | | | | 2 | \$850.00 | \$1,700.00 | Washington (WJLA) | | 3/16/18 |
| 22.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 5P- News-ABC 7 News at 5p | | | 2 | 2 | 2 | 2 | | | 8 | \$850.00 | \$6,800.00 | Washington (WJLA) | | 3/16/18 |
| 23.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 6P- News-ABC 7 News at 6p | | | 1 | 1 | 1 | 1 | | | 4 | \$1,100.00 | \$4,400.00 | Washington (WJLA) | | 3/16/18 |
| 24.0 | Normal Line / SPOT | 10/29/18-10/29/18 | 4 | :30 | 6P- News-ABC 7 News at 6p | | 1 | | | | | | | 1 | \$1,100.00 | \$1,100.00 | Washington (WJLA) | | 3/16/18 |

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



WJLA-TV WASHINGTON, DC

WJLA
1100 Wilson Blvd, 6th Floor
Arlington, VA 22209

Waterfront Strategies
3050 K St NW
#100
Washington, DC 20007

Contract

3252204

Schedule Dates

10/23/18-10/29/18

Advertiser

House Majority Political Action Committee (57001)

Agency

Waterfront Strategies (7591)

Product

POLITICAL ISSUE (ns) (1187)

Brand

HMP SKED A 10/23-10/29 (1013343)

Salesperson

Monares, Barbara (3870)

Sales Office

WJLA/GJLA/EJLA

Buyer Name

BASSETT, LAURA

Phone/Fax

/

CPE

6203

Account Types

Local/Political Issue Agency BRD

Billing Type

Weekly/Irregular

Comments

Est 6203 HMP 10/23-10/29
WJLA-TV

Date Entered

03/16/18

Last Modified

03/16/18

Entered By

Tiffany Lewis

CO-OP

No

Headline

Demo

Order Type

Normal

Package Deal

Commission %

15.00

Commission

\$29,055.00

Net Total

\$164,645.00

Sales Tax

Washington (WJLA)

By Broadcast Month

Spots

Rate

| | | |
|---------------------|------------|---------------------|
| Oct. 2018 | 107 | \$147,500.00 |
| Nov. 2018 | 27 | \$46,200.00 |
| Grand Total: | 134 | \$193,700.00 |

| Line | Line Type / Break Type (Ref #) | Dates | Sec | Length | Run Times | SPW | Mo | Tu | We | Th | Fr | Sa | Su | Spots | Rate | Total | Station | Comments | Entered |
|------|--------------------------------|-------------------|-----|--------|--|-----|----|----|----|----|----|----|----|-------|------------|-------------|-------------------|----------|---------|
| 25.0 | Normal Line / SPOT | 10/29/18-10/29/18 | 4 | :30 | 6:27P- 6:30P (EST) | | 1 | | | | | | | 1 | \$3,000.00 | \$3,000.00 | Washington (WJLA) | | 3/16/18 |
| 26.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 6:27P- 6:30P (EST) | | | 1 | 1 | 1 | 1 | | | 4 | \$3,000.00 | \$12,000.00 | Washington (WJLA) | | 3/16/18 |
| 27.0 | Normal Line / Access | 10/23/18-10/26/18 | 4 | :30 | 6:57P- 7P (EST) | | | 1 | 1 | 1 | 1 | | | 4 | \$4,000.00 | \$16,000.00 | Washington (WJLA) | | 3/16/18 |
| 28.0 | Normal Line / Access | 10/29/18-10/29/18 | 4 | :30 | 6:57P- 7P (EST) | | 1 | | | | | | | 1 | \$4,000.00 | \$4,000.00 | Washington (WJLA) | | 3/16/18 |
| 29.0 | Normal Line / SPOT | 10/27/18-10/27/18 | 4 | :30 | 6:30P- ABC-World News Tonight (Saturday) | | | | | | | 1 | | 1 | \$1,000.00 | \$1,000.00 | Washington (WJLA) | | 3/16/18 |
| 30.0 | Normal Line / SPOT | 10/28/18-10/28/18 | 4 | :30 | 6P- ABC-World News Tonight (Sunday) | | | | | | | | 1 | 1 | \$900.00 | \$900.00 | Washington (WJLA) | | 3/16/18 |
| 31.0 | Normal Line / SPOT | 10/28/18-10/28/18 | 4 | :30 | 6:30P- News-ABC 7 News at 630p Wknd | | | | | | | | 1 | 1 | \$1,500.00 | \$1,500.00 | Washington (WJLA) | | 3/16/18 |
| 32.0 | Normal Line / Access | 10/23/18-10/26/18 | 4 | :30 | 7P- Wheel Of Fortune | | | 1 | 1 | 1 | 1 | | | 4 | \$3,500.00 | \$14,000.00 | Washington (WJLA) | | 3/16/18 |
| 33.0 | Normal Line / Access | 10/29/18-10/29/18 | 4 | :30 | 7P- Wheel Of Fortune | | 1 | | | | | | | 1 | \$3,500.00 | \$3,500.00 | Washington (WJLA) | | 3/16/18 |
| 34.0 | Normal Line / Access | 10/29/18-10/29/18 | 4 | :30 | 7:30P- Jeopardy | | 1 | | | | | | | 1 | \$4,500.00 | \$4,500.00 | Washington (WJLA) | | 3/16/18 |
| 35.0 | Normal Line / Access | 10/23/18-10/26/18 | 4 | :30 | 7:30P- Jeopardy | | | 1 | 1 | 1 | 1 | | | 4 | \$4,500.00 | \$18,000.00 | Washington (WJLA) | | 3/16/18 |
| 36.0 | Normal Line / SPOT | 10/27/18-10/27/18 | 4 | :30 | 7P- Wheel Of Fortune Wknd | | | | | | | 1 | | 1 | \$850.00 | \$850.00 | Washington (WJLA) | | 3/16/18 |

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:

Date:

Accepted-Station:

Date:

Comments:

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



WJLA-TV WASHINGTON, DC

WJLA
1100 Wilson Blvd, 6th Floor
Arlington, VA 22209

Waterfront Strategies
3050 K St NW
#100
Washington, DC 20007

Contract

3252204

Schedule Dates

10/23/18-10/29/18

Advertiser

House Majority Political Action Committee (57001)

Agency

Waterfront Strategies (7591)

Product

POLITICAL ISSUE (ns) (1187)

Brand

HMP SKED A 10/23-10/29 (1013343)

Salesperson

Monares, Barbara (3870)

Sales Office

WJLA/GJLA/EJLA

Buyer Name

BASSETT, LAURA

Phone/Fax

/

CPE

6203

Account Types

Local/Political Issue Agency BRD

Billing Type

Weekly/Irregular

Comments

Est 6203 HMP 10/23-10/29
WJLA-TV

Date Entered

03/16/18

Last Modified

03/16/18

Entered By

Tiffany Lewis

CO-OP

No

Headline

Demo

Order Type

Normal

Package Deal

Commission %

15.00

Commission

\$29,055.00

Net Total

\$164,645.00

Sales Tax

Washington (WJLA)

By Broadcast Month

Spots

Rate

Oct. 2018 107 \$147,500.00

Nov. 2018 27 \$46,200.00

Grand Total: 134 \$193,700.00

| Line | Line Type / Break Type (Ref #) | Dates | Sec | Length | Run Times | SPW | Mo | Tu | We | Th | Fr | Sa | Su | Spots | Rate | Total | Station | Comments | Entered |
|------|--------------------------------|-------------------|-----|--------|---|-----|----|----|----|----|----|----|----|-------|-------------|-------------|-------------------|----------|---------|
| 37.0 | Normal Line / SPOT | 10/27/18-10/27/18 | 4 | :30 | 7:30P- Jeopardy Wknd | | | | | | | 1 | | 1 | \$1,000.00 | \$1,000.00 | Washington (WJLA) | | 3/16/18 |
| 38.0 | Normal Line / Prime Premium | 10/29/18-10/29/18 | 4 | :30 | 8P- ABC-Dancing with the Stars (Monday) | | 2 | | | | | | | 2 | \$8,000.00 | \$16,000.00 | Washington (WJLA) | | 3/16/18 |
| 39.0 | Normal Line / Prime Premium | 10/24/18-10/24/18 | 4 | :30 | 9P- ABC-Modern Family (Wednesday) | | | | 1 | | | | | 1 | \$9,000.00 | \$9,000.00 | Washington (WJLA) | | 3/16/18 |
| 40.0 | Normal Line / Prime Premium | 10/25/18-10/25/18 | 4 | :30 | 8P- ABC-Greys Anatomy (Thursday) | | | | | 1 | | | | 1 | \$10,000.00 | \$10,000.00 | Washington (WJLA) | | 3/16/18 |
| 41.0 | Normal Line / Prime | 10/26/18-10/26/18 | 4 | :30 | 10:01P- ABC-20/20 (Friday) | | | | | | 1 | | | 1 | \$4,000.00 | \$4,000.00 | Washington (WJLA) | | 3/16/18 |
| 42.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 11:00:26P- News-ABC 7 News at 11p | | | 1 | 1 | 1 | 1 | | | 4 | \$1,400.00 | \$5,600.00 | Washington (WJLA) | | 3/16/18 |
| 43.0 | Normal Line / SPOT | 10/29/18-10/29/18 | 4 | :30 | 11:00:26P- News-ABC 7 News at 11p | | 1 | | | | | | | 1 | \$1,400.00 | \$1,400.00 | Washington (WJLA) | | 3/16/18 |
| 44.0 | Normal Line / SPOT | 10/29/18-10/29/18 | 4 | :30 | 11:35P- ABC-Jimmy Kimmel | | 2 | | | | | | | 2 | \$600.00 | \$1,200.00 | Washington (WJLA) | | 3/16/18 |
| 45.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 11:35P- ABC-Jimmy Kimmel | | | 2 | 1 | 1 | 1 | | | 5 | \$600.00 | \$3,000.00 | Washington (WJLA) | | 3/16/18 |
| 46.0 | Normal Line / SPOT | 10/23/18-10/26/18 | 4 | :30 | 12:30A- ABC-Nightline | | | 1 | 1 | 1 | 1 | | | 4 | \$250.00 | \$1,000.00 | Washington (WJLA) | | 3/16/18 |
| 47.0 | Normal Line / SPOT | 10/29/18-10/29/18 | 4 | :30 | 12:30A- ABC-Nightline | | 1 | | | | | | | 1 | \$250.00 | \$250.00 | Washington (WJLA) | | 3/16/18 |

CONFIRMATION CONTRACT

| | | | | |
|-----------------------------|-------|-------------------|-------|-----------|
| Accepted-Agency/Advertiser: | Date: | Accepted-Station: | Date: | Comments: |
|-----------------------------|-------|-------------------|-------|-----------|

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.